

Prathamesh N Nageshkar

Result oriented & versatile professional with almost 9 years of combined experience in various Business fields spanning Capital goods, Logistics, Aviation, Aerospace, Defense. Across various job profiles viz. Business Development, Product Supply Management, Vendor Onboarding, Customer Relationship & Accounts Management. Sound experience in handling quality products by attaining profits and Reporting to senior management. Ambitious & dedicated with a continuous focused approach thereby assisting company in achieving developmental goals. Self-Motivated with Strong work ethic which enables to perform multiple tasks seamlessly.



pratham.nageshkar@gmail.com



+918108719881

Skype id: live:pratham.nageshkar



Address: Flat No 104-A, 1st Floor, Building no-3, Kranti Nagar Chs, Sane Gurji Marg, Tardeo, Mumbai Central, Mumbai – 400034.

SKILLS

Customer Follow-Up

Presentation

Sales Support

Networking

Business Development

Internet Research Skill

MS Office

Adaptability

Negotiation

Vendor Management

Multitasker

Self-starter

Project Co-ordination

Decision Making

WORK EXPERIENCE

Business Development Manager

Avdel (India) Pvt. Ltd.

01/2020 – Present

Mumbai, India

Distributor for Aerospace/Aviation/Defense products & services

Responsibilities/Tasks

- Maintaining/Analyzing records of inquiries & RFQ's received, quotations submitted, follow-ups, order entry, client wise inquiries tracking, Supplier/Vendor management, weekly/monthly planners by maintaining contract performance levels, business forecasting, quarterly business reviews, final negotiations, onboarding of new clients/vendors.
- Growing business touch points for Aviation/Aerospace/Defense companies for Chemicals, Advanced composites, Tools, Hardware and Consumables as per requirements of Clients.
- Liaised with companies' viz. Tata Advanced Systems Ltd, Godrej Aerospace, L&T Defense, Dassault Reliance Aerospace Ltd, Solar Industries, Thales Reliance Defense Systems to introduce company product offerings on their project requirements & build future revenue generation streams.
- Liaised with NSOP operator's viz. ACS, Club One, Reliance, Poonawala, L&T, Heritage sourcing pricing info/Aircraft details/Quotations for client request and conversion into successful business.
- Manage/supervise marketing and selling activities for Air Charters/MRO/Interior companies & penetrate the market to secure new sources of revenue attracting new clients in the industry.
- Business Development & handling of business accounts of Accenture, Primal Group, Cyient, Balmer Lawrie, SP Group and travel companies like Fly Blade India, Thomas Cook, Akbar travels managing their CIP's travel for Private Charter request for domestic & international.
- Identify, Scout and Target new set of HNI's and CIPs for Corporate, leisure travel promoting concept of Private Aviation generating new revenue streams. Maintain and record data of same to carry out future activities eyed for growth. Envisage marketing activities for target audience.
- Manage & build relationship with customers across Mumbai region viz. Airlines, NSOP's Air India, Go Air, Vistaara & MRO's such as Air works, GMR, Global Vectra Helicorp, AAR Indamer Technics, Heligo, Epsilon, Max MRO, Pawan Hans. Co-ordinated with Aerospace/Defense companies like HAL, Rossel, Amphenol, GKN Aero, CSIR-NAL for promoting company products and services.
- Liaise with vendors/suppliers on pricing for clients requirements product details wise. Assist with costing of final pricing taking into account logistical details, price structure with company GPM metric. Review details for quotation before submission of same to Clients. Follow-up with suppliers for price negotiations and ensure final tracking of products liaising with logistics team.

Senior Logistics Concierge/Business Development

Scootsy Logistics Pvt Ltd

04/2016 – 01/2020

Mumbai, India

Logistics Service Provider based in Mumbai

Responsibilities/Tasks

- Dealing with HNI clients, Exclusive vendors, Accounts department and cashiers for smooth Functioning of business.
- Managing Merchant helpdesk for Payment gateways viz. Paytm, Citrus, PayU, Simpl Pay, Lazy Pay Later, Mobikwik, Zaakpay, Google pay, UPI payments and Pay Later Services.
- Ensuring payment errors of clients are successfully addressed and marking an entry of same in CMS/CRM system of company. Managing payment/refund queries of clients.
- Detecting and working on fraudulent transactions reported on Merchant payment panel and highlight same to Authority. Liaised with Payment Gateways and Escalating fraudulent PG rejected transactions to respective PG for successful resolution of same.
- Assist client with refund initiation details viz. transaction id, bank transaction number, Refund reference number (RRN) or acquirer reference number (ARN). Resolve Payment/Refund related disputes by assisting clients with RRN/ARN details in coordination with PG, Accounts & Tech team.
- Resolve Spillage cases wherein loss for the company is incurred. Work on Spillage cases forwarded by the cashier on daily basis and providing resolution on same with respective reasons reporting.
- Submit weekly/monthly reports of Payments, Refund & Spillage data to Accounts team. Publish reason specific accounted financial report on monthly and quarterly basis to respective RM and Accounts.

SKILLS

Verbal and Written Communication

Self-Motivated

Assertive

Decision Making

Problem Solving

Time Management

Teamwork

LANGUAGES

English

Hindi

Marathi

Konkani

INTERESTS

Music streaming

Playing Football & Tennis

Reading

Watching Documentaries

Long Walks

Cycling

Business Development & Service Support

DB Evolution

09/2014 – 02/2016

Mumbai, India

Dealership for Zicom India

Responsibilities/Tasks

- Sales support, maintenance, lead generation, payment collections of Electronic security and Surveillance systems.
- Maintaining inquiries, orders, follow-ups through Potential Customer Record (PCR) by gathering & assessing information from the customer at periodic intervals.
- Managing payments collection process of clients for services used on quarterly basis. Generation and mailing of invoice and Ledger copies to clients for billing of services used on quarterly basis.
- Maintaining user records and payment entries on Tally and assisting clients with Ledger/Invoice copies. Assisting client with payment queries related to invoice and ledger copies.
- Coordinating with Field Engineers to address customer complaints and issue regarding payment for invoices generated. Maintain user data for complaints and forward to concern area field person for resolving same.
- Worked on Campaign termed MYCS targeting large clients and RSD for household clients to generate new revenue streams for the company.
- Compile PCR data and forward it to concern MIS for further line of Action.

Trainee Business Development Executive

Bharati Engineers

2011 – 2012

Mumbai, India

Supply of Extinguishers

Responsibilities/Tasks

- Supervise and Sales support of extinguisher products and control systems.
- Identify and Target new clients in various industry wherein product could be used. Managing daily production of Fire extinguishers manufactured through various process stages and handling dispatch.
- Coordinating with Sales team, communicating relevant information, ensuring adequacy of related equipment or material.

CERTIFICATES & TRAINING

Master Diploma in Primavera from CADD center Mumbai in the year 2013-14.

Basic Microsoft Office proficiency

Completed training course in PLC automation

EDUCATION

Passed SSC from St. Francis High School Affiliated to Maharashtra Board securing Distinction.

Year - 2007.

Diploma in **MECHANICAL** engineering from Maharashtra State Board of Technical Education

2007 – 2010 (MSBTE)

- Aggregate Performance – Distinction

ACHIEVEMENTS

Awarded Employee of Month in Avdel India for successful new client's acquisition & masterful business performance

Rewarded by Management for All-rounder performance at Scootsy Logisitcs Pvt Ltd.

Lead team at DB evolution ensuring highest payment collections during quarterly billing cycle performance.